

## Message Text

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INFO OCT-01 ARA-10 ISO-00 EB-07 /018 R

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ARA/NC:FDEVINE

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P 092321Z APR 76

FM SECSTATE WASHDC

TO AMEMBASSY BOGOTA PRIORITY

UNCLAS STATE 086631

E.O. 11652: N/A

TAGS: BENC, CO

SUBJECT: MAJOR PROJECT: ETHYLENE PLANT ENGINEERING

--- CONTRACT

REF: A) BOGOTA 3432, B) BOGOTA A-108

1. LUMMUS CO. HAS REQUESTED USG ASSISTANCE AND REPRESENTATIONS ON BEHALF OF COMPANY RE BID FOR ENGINEERING CONTRACT FOR BARRANCABERMEJA ETHYLENE PLANT. AS MENTIONED REFTTEL, LUMMUS IS ONLY U.S. FIRM BIDDING AGAINST ITALIAN COMPANIES. SINCE ENGINEERING FIRM WILL WRITE EQUIPMENT SPECIFICATIONS AND ASSIST IN EQUIPMENT PROCUREMENT FOR THIS SIZABLE PROJECT, BELIEVE USG SHOULD MAKE MAXIMUM EFFORT TO ASSIST LUMMUS IN OBTAINING CONTRACT.

2. REQUEST EMBASSY MAKE HIGH-LEVEL REPRESENTATIONS, AS APPROPRIATE, TO ECOPETROL MANAGEMENT TO EXPRESS USG INTEREST IN PROJECT AWARDS AND TO EMPHASIZE LUMMUS'S SUPERIOR KNOW-HOW IN ETHYLENE PRODUCTION. ANY INFO UNCLASSIFIED

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EMBASSY CAN DEVELOP ON LUMMUS'S COMPETITIVE POSITION AT

THIS TIME WOULD BE WELCOME, AS CONTRACT AWARD EXPECTED SHORTLY.

3. AS BACKGROUND, LUMMUS (A SUBSIDIARY OF COMBUSTION ENGINEERING) WAS LISTED IN 1975 AS THE LEADING CONTRACTOR FOR THE CHEMICAL INDUSTRY IN THE WORLD BY "CHEMICAL AGE", A BRITISH TRADE JOURNAL. LUMMUS'S PREEMINENCE STEMS FROM EMPHASIS ON BUILDING LARGE SCALE ETHYLENE UNITS WORLDWIDE USING COMPANY'S OWN PROPRIETARY ETHYLENE TECHNOLOGY. COMPANY ESTIMATES THAT BETTER THAN 40 PERCENT OF WORLD'S ETHYLENE PRODUCTION IS BASED ON LUMMUS PROCESSES.

4. TIME PERMITTING, EMBASSY MAY WISH TO DISCUSS PROJECT WITH LUMMUS SALES REPRESENTATIVE, ROBERTO MAZZOTTA, WHO VISITS COLOMBIA REGULARLY RE THIS PROJECT. (HE IS STATIONED IN CARACAS). COMPANY UNCERTAIN OF HIS EXACT SCHEDULE, BUT ADVISES THAT HE PROBABLY CAN BE REACHED IN BOGOTA AT HILTON OR TEQUINDAMA HOTEL WHEN HE IS IN COLOMBIA.

5. PLEASE ADVISE SOONEST OF ANY ACTION TAKEN OR INFORMATION OBTAINED.

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
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**To:** BOGOTA  
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